

NMD LEADERSHIP PLANNING WORKSHEET

Compensation Plan: *Effective Oct 2021*
UNITED STATES

Name: _____ FIN: _____ Start Month: _____

___ **1. Your Qualifications:** I have qualified for PB & POB. _____ PB _____ POB

___ **2. Team Volume:** I have the volume required averaging 40,000 per month over any 3 consecutive months.
If you have a line that is over 24,000 in Payline Volume, see formula in #6 below.

Month 1: _____ + Month 2: _____ + Month 3: _____ = **Payline Total** **Red = Needed**

For Title & \$3,750 Title Reward, 80,000 Payline Volume is required over any 2 consecutive months.

For the remaining \$3,750 Title Reward, 120,000 Payline Volume is required over any 3 consecutive months.

Black = Extra

BONUS REQUIREMENTS

___ **3.** I have 5 PB Lines. (Must be QSC or higher with 1,800 PVC or more in place for 2 months).
You can easily find your PB lines at a glance in the PV Column on your PV Report, or on their 12 mo. "Performance Analysis"

Name of PB Lines	PB Volume	Red = Needed	*2 Consecutive Mos.	**3 Consecutive Mos.
PB1: _____	_____	_____	_____ 2 Months	_____ 3 Months
PB2: _____	_____	_____	_____ 2 Months	_____ 3 Months
PB3: _____	_____	_____	_____ 2 Months	_____ 3 Months
PB4: _____	_____	_____	_____ 2 Months	_____ 3 Months
PB5: _____	_____	_____	_____ 2 Months	_____ 3 Months

* For Title & \$3,750 Title Reward, 5 PB Lines are required over any 2 consecutive months.

** For remaining \$3,750 Title Reward, 5 PB Lines are required over any 3 consecutive months.

___ **4.** I have 3 POB Lines. List name of each POB Qualified Line.
You can easily find your POB Lines at a glance in the POB Column on your PV Report, or on their 12 mo. "Performance Analysis"

Name of POB Lines	PB Volume	Red = Needed	*2 Consecutive Mos.	**3 Consecutive Mos.
POB1: _____	_____	_____	_____ 2 Months	_____ 3 Months
POB2: _____	_____	_____	_____ 2 Months	_____ 3 Months
POB3: _____	_____	_____	_____ 2 Months	_____ 3 Months

* For Title & \$3,750 Title Reward, 3 POB Lines are required over any 2 consecutive months.

** For remaining \$3,750 Title Reward, 3 POB Lines are required over any 3 consecutive months.

___ **5.** I will only count 24,000 Payline Volume from any one line. Use formula to adjust your payline if needed.

Formula if you have a line over 24,000 for NMD

Payline Base: _____

- Payline of 60% line _____

= Payline w/out 60% line _____

+ 24,000 counts from 60% line _____

= Adjusted Payline Base: _____



7 NATIONAL MARKETING DIRECTOR (NMD)

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To track your qualifications, see dashboard on Partner Portal. To track PB and POB from previous months, select Reports, then 12 month "Performance Analysis"

YOUR QUALIFICATIONS

- Commissions: 175 commission volume is required to receive commissions.
- Performance Bonus (PB): 1,800 PB volume is required to receive the 3% PB.
- Promote Out Bonus (POB): 5,400 POB volume is required to receive the 3% POB.

TEAM VOLUME

- A total of 120,000 Payline Volume over a consecutive 3 mo. period averaging 40,000 per mo.
- Third month Payline Volume must be 40,000 or greater.
- Maximum of 60% of 40,000 Payline Volume (24,000) from any one line can contribute for promotion.

BONUS REQUIREMENTS

- 5 PB Lines
- 3 POB Lines

YOU EARN

- NMD Title & \$3,750 Title Reward - Achieve above requirements any 2 consecutive months.
- Remaining \$3,750 Title Reward - Achieve above requirements any 3 consecutive months.
(For complete details consult the "Phase 2 Compensation Plan" document).

ELIGIBLE EARNINGS:

- | | |
|---|---|
| • Promotion to NMD | • Sales Profit |
| • \$7,500 Title Reward (50% / 50%) | • 15% Commission |
| • Benefits Package | • 25% Payout on personal JP customers |
| • Holiday Check | • 3% Performance Bonus up to 5 Generations |
| • NMD Support | • 3% Promote Out Bonus |

• Business Investment Bonus

- > Meet structure requirements on chart
- > \$2,500 earnings required on previous month's paycheck
- > Up to \$3,000 Payout

PB Line	POB Line	Pay Out
4	2	10%
4	3	15%
5	3	20%